****

**Name:**

Muhammad Rehan Naveed

**Class:**

BSSE 7th (B)

**Roll NO.:**

7223

**Subject:**

Introduction to ERP

**Submitted to:**

Sir Umar Jamil

**Describe two situations when you bargain while buying some products or Services. What strategies/bargaining techniques you used to reduce the cost of products or services.**

**Situation 1**

* I want to buy a LED TV for home. So I go to shop of LEDs on Satiana Road to buy it with my uncle. Shopkeeper show us different LEDs in different sizes and qualities.
* We check different items of different sizes and finally we liked an LED (TCL 49’’ Android TV). Then I ask him to tell us the price of the TV we chosen.
* He replied that the price of this TV is PKR 67000. We have a little bit conversation between us and think that the price of this TV is high.
* We start bargaining with him to reduces the price and give it to us with some promotion/discount.
* We used many techniques which are mentioned bellow to celebrate him. Finally, he agreed to give us a TV with 63000 rupees.
* We thanked him and buy a TV from his shop.

**Bargaining Techniques**

1. We ask him again and again that please lower the price a bit. Because we cannot afford that much.
2. We referred him a friend and say that we came to your shop because of his request.
3. We are shopping at your shop for the first time and will came to your shop again, so please give us little bit release.
4. We say that we came from outside of city (from village), please give us some discount.
5. We have left all other shops and come to your shop for this purchase.

**Situation 2**

* Second situation was that when there is a new internet technology came in my village known as TP-Link. I want to get internet service from this company.
* I contact with the TP-Link provider’s man in our village and try to get information about the internet performance, speed and packages. He is providing 2mbps internet speed with unlimited downloading in 1200 PKR fix price. I like this but it looks difficult for me to get this deal/package.
* I told him that I want to get this offer, but due to high price it looks unreachable for me and start bargaining with him. Please give some relief.
* I used many techniques which are given bellow to persuade him. At last, he agreed to give me this deal in 800 PKR. I said thanks to him for this kindness and get the internet connection.

**Bargaining Techniques**

1. I request him again and again to please reduce some price. Because I wanted to get internet services from your company in a very first time.
2. I told him that I am a student and I wanted this internet connection for my education because getting internet is my basic need.
3. He wanted a UPS connection for the router to keep the device running even when the power goes off. I said fine, I will give UPS connections for the router. Hence, he agreed with me to give me this deal in low price.